

Message Text

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ACTION EB-07

INFO OCT-01 AF-06 ISO-00 AEC-05 AID-05 CEA-01 CIAE-00

CIEP-01 COME-00 DODE-00 FEAE-00 FPC-01 H-01 INR-07

INT-05 L-02 NSAE-00 NSC-05 OMB-01 PM-03 RSC-01 SAM-01

OES-03 SP-02 SS-15 STR-01 TRSE-00 FRB-01 PA-01 PRS-01

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FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 812

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E.O. 11652: N/A

TAGS: ENRG, CG

SUBJECT: MOBIL/TEXACO COMPENSATION AND LOOSE ENDS

REF: KINSHASA 10301

1. FOLLOWING UP ON LAST MOBIL/TEXACO APPROACH TO GOZ RE
COMPENSATION, BOTH COMPANIES INFORMED THEY
WILLRECEIVE LETTERFROM MINISTER OF ENERGY NEXT WEEK
WHICH , AMONG OTHER THINGS WILL SET DATE TOWARD END OF THIS
MONTH FOR OPENING OF NEGOTIATIONS. BOTH COMPANIES
SEEM SOMEWHAT ENCOURAGED BY THIS NEWS.

2. TEXACO REP SIEBERT WHO HAS BEEN TRANSFERRED TO NEW YORK
AND IS LEAVING DEFINITELY THIS WEEKEND. TEXACO'S
INTERESTS IN ZAIRE WILL BE HANDLED BY A SENOR BOLGIAN
EMPLOYEE WHO WILL BE STATIONED IN KINSHASA. COMPENSATION
NEGOTIATIONS WITH THE GOZ WILL BE HANDLED BY TEXACO'S
ASSISTANT MANAGER IN DOUALA, CAMER WHO WILL
TRAVEL AS THE TALKS REQUIRE. LASTLY, TEXACO NEGOTIATED
A MINI-AGREEMENT WITH PETRO-ZAIRE WHICH WILL ASSURE
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TEXACO A CHANCE TO SELL LUBRICANTS TO PETRO-ZAIRE AND

WHICH CALLS FOR TWO TECHNICAL ASSISTANTS TO BE PROVIDED
PETRO-ZAIRE FROM TEXACO. ONE TECHNICAL ASSISTANT
WILL BE INCHARGE OF COORDINATING "MAJOR CONTRACTS"
(TEXACO HAD THE CONTRACT WITH CIS AND PETRO-ZAIRE
WANTS TO MAKE SURE THAT CONTINUES TO WORK WELL) AND
THE OTHER WILL BE A TECHNICAL ADVISOR ON TEXACO
LUBES, ADDITIVES, ETC.

3. THE AMBASSADOR RAISED THE MOBIL/TEXACO COMPENSATION
ISSUE WITH BISANGIMANA DIRECTOR OF PRESIDENCY, ON JANUARY 9
WHO INDICATED TALKS SHOULD BEGIN SOON.
HINTON

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